

Postal Regulatory Commission  
901 New York Avenue NW, Suite 200  
Washington, DC 20268-0001

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RE: Docket No. RM 2017-12

Dear Commissioners:

POSTAL REGULATORY  
COMMISSION  
OFFICE OF THE SECRETARY

I am writing on behalf of Children's Health, our donors and, most importantly, the children we serve who are facing serious illnesses and injuries. We rely on the U.S. Mail to raise funds and communicate with our supporters and constituents. Without the mail, our fundraising would suffer severely and, as a consequence, so would our mission.

We simply do not understand why suddenly there is a need to increase nonprofit marketing mail rates for the nominal benefit of commercial marketing mail. This would seem to fly in the face of the rationale of the law granting nonprofits a discounted rate.

As a practical matter, injecting unanticipated increases such as those proposed here by USPS will mean that our fundraising budget will not be able to keep pace with the increase in postage costs. The inevitable result will be a reduction in our use of the mail, a reduction in our revenues, and, in turn, a reduction in our ability to serve the families and children who need us the most.

If our postage rates were to increase, say, 5%, and produce a corresponding 5% loss of revenue, our fundraising efforts will be significantly impacted which, in turn, reduces the funds available for our organization to pursue groundbreaking research and heal sick and injured children. Respectfully, we ask you to consider this consequence.

Please do not change the current system for calculating nonprofit rates. Implemented by the Postal Service ten years ago, we see no pressing need for a change, especially not one that will do harm to all nonprofits using the mail.

Very Truly Yours,



Lori Waggoner  
Senior Director, Communications and Corporate Partnerships  
Children's Health, Children's Medical Center Foundation